

Message Text

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ORIGIN EB-07

INFO OCT-01 ARA-06 ISO-00 SSO-00 NSCE-00 INRE-00 CAB-02

CIAE-00 COME-00 DODE-00 DOTE-00 INR-07 NSAE-00 CIEP-01

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APPROVED BY EB/OA/AVP:MHSTYLES

CAB:AFISCH

EB/AN:ARIMAS

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FM SECSTATE WASHDC

TO AMEMBASSY PORT OF SPAIN IMMEDIATE

INFO AMEMBASSY BRIDGETOWN

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E.O. 11652: N/A

TAGS: EAIR, TD

SUBJECT: NOTICE OF DISSATISFACTION, BWIA GROUP INCLUSIVE TOUR FARES, US-BARBADOS

1. EMBASSY SHOULD FORWARD NOTE TO GOTT ALONG LINES PARA 2.
2. QUOTE. ON SEPTEMBER 13, 1976, BRITISH WEST INDIAN AIRWAYS, LTD. (BWIA) FILED TARIFF REVISIONS PROPOSING NEW GROUP INCLUSIVE TOUR (GIT) FARES FOR EFFECTIVENESS OCTOBER 13, 1976, BETWEEN NEW YORK AND MIAMI, AND BARBADOS, W.I. THE PROPOSED FARE REPRESENTS REDUCTIONS OF 16 PERCENT (NYC/BGI) AND 22 PERCENT (MIA-BGI) FROM THE LOWEST FARE NOW AVAILABLE, THE INCENTIVE GROUP FARE, YET IS IT MUCH LESS RESTRICTIVE. THE MINIMAL RESTRICTIONS ATTACHED TO THE PROPOSED FARE (MINIMAL GROUP SIZE, LIBERAL MIN/MAX STAY, AND LACK OF MEANINGFUL ADVANCE PAYMENT CONDITION) WOULD PERMIT

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CONSIDERABLE DIVERSION FROM THE PRIMARY PROMOTIONAL FARE

NOW AVAILABLE, THE INDIVIDUAL INCLUSIVE TOUR (IIT) FARE, WHICH IS AT SIGNIFICANTLY (36-40 PERCENT) HIGHER LEVELS. BWIA HAS PROVIDED NO JUSTIFICATION FOR THE PROPOSAL OTHER THAN A GOVERNMENT OF BARBADOS ORDER ISSUED FOR THE APPARENT PURPOSE OF STIMULATING TOURISM. GIVEN THE LOW LEVEL AND LIBERAL CONDITIONS OF THIS FARE, IT PRESENTS A SERIOUS POTENTIAL FOR SEVERE DIVERSION OF EXISTING TRAFFIC NOW

MOVING AT HIGHER FARES AND A CORRESPONDING DILUTION OF CARRIER REVENUE.

IN ACCORDANCE WITH SECTION II(E) OF THE ANNEX TO THE UNITED STATES-UNITED KINGDOM AIR SERVICES AGREEMENT OF FEB. 11, 1946, AS AMENDED, FORMAL NOTICE IS HEREBY GIVEN OF DISSATISFACTION WITH THE PROPOSED FARES. UNQUOTE.

3. TO FULFILL PILATERAL REQUIREMENTS, THE GOVERNMENT OF TRINIDAD AND TOBAGO MUST RECEIVE THE NOTICE OF DISSATISFACTION BY SEPTEMBER 28. KISSINGER

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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
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